

~~ADMINISTRATIVE -- INTERNAL USE ONLY~~

8 FEB 1965

**MEMORANDUM FOR: Chief, Procurement Division, OL**

**SUBJECT: Justification for Procurement of Knell  
Fabrics**

Attached please find two letters recently received by this office. We believe these letters are self-explanatory. As we are presently purchasing this fabric for all contemporary furniture, we feel it would be useful if the appropriate staff in your division kept this justification on record. We will, of course, keep a copy for our files.

SIGNED

  
Chief, Logistics Services Division, OL

Attachment:  
Letters (2)

Distribution:  
Orig & 1 - Addressee  
1 - LSD (Official) ✓

OL/LSD  (4 Feb 65)



~~ADMINISTRATIVE -- INTERNAL USE ONLY~~

OL 5 0042

# I.S.D. INC. THE INTERIOR SPACE DESIGN DIVISION OF PERKINS & WILL

Chicago, Illinois 60606  
28 January 1965

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[REDACTED]  
Central Intelligence Agency  
Washington 25, D.C.

Dear George:

In regard to your letter of 13 January 1965, the selection of Knoll Nylon Homespun as the upholstery fabric for the furnishing standard was made on the basis of two considerations; quality and its suitability to our purpose.

We feel that the standard fabrics on Federal Schedule are not desirable on the basis of quality and color. The quality range is good for a residential application and the colors are fine if you are able to use them. However, we do not feel that they are, in all cases, adequate for commercial installations.

The Knoll Nylon Homespun fabric is one that we use a great deal in similar type installations where there is normal and heavy traffic in a business office. Our experience with this fabric has only been good. It is in terms of private industry, a medium priced fabric. It is also acrylic backed and scotchgard finished. The acrylic backing keeps the fabric from stretching. The scotchgarding makes the fabric more resistant to soiling. The weight of the fabric per square yard is heavier and the weaving is tighter than that of any of the less expensive varieties that we know of. The next least expensive nylon fabric that we know of is not acrylic backed, is not as heavy, is not as tightly woven, and has a poor color selection in terms of our needs.

We have tried to recommend a fabric that will not need to be replaced in a couple of years but will give you a good ten years of service. I understand that some of the furniture that badly needs reupholstering [REDACTED] is only two years old. The cost of reupholstering a piece of furniture is many times almost as expensive as buying a new piece of furniture. Also the time and inconvenience of having a chair or sofa go out to be reupholstered should be considered.

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28 January 1965

To use a good sturdy fabric costs more initially, but in the long term program is a saving. This equipment will not move out of the building with the personnel, but is a part of the building standard. The approach should be not only to satisfy your aesthetic needs, but also to provide a material that will give long hard service while maintaining its appearance.

Attached is a letter from Rene Suane, Knoll's Regional Manager, outlining some of the more technical advantages of Knoll Nylon Homespun.

We hope this will supply you with the information needed and will clearly justify our recommendations.

Sincerely,

I.S.D. INC.

*for Barbara Cochran Jaffe*  
J.L.D.  
Barbara Cochran Jaffe

BCJ/mal

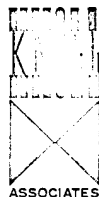
Encl.

cc:

Mr. Brock Arms

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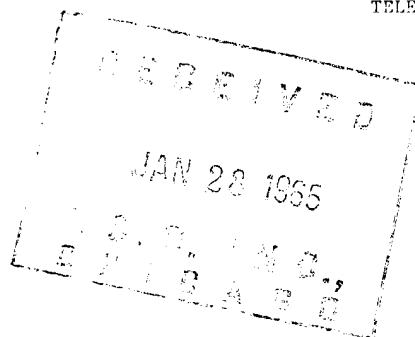


KNOLL ASSOCIATES INC., 624-25 MERCHANDISE MART, CHICAGO, ILL. 60654

TELEPHONE: 527-3725

January 27, 1965

Mrs. Barbara Jaffe  
I.S.D., Inc.  
309 W. Jackson Blvd.  
Chicago, Illinois



Dear Mrs. Jaffe:

In reply to your request regarding technical specifications on Knoll Nylon Homespun, we wish to submit the following:

Knoll Design  
Introduced: 1958  
Net price: \$13.00    width    weight  
                         54"       29 oz.

Content: 100% spun Nylon  
Warp: Nylon Weft: Nylon Weave: Plain  
Finish: Acrylic Backing, Scotchgard, staple dyed.  
Total colors: 38

Originally, the yarn used for this fabric was intended for rugs. It is made of an unusual combination of 50% virgin nylon staple and 50% unused waste staple, spun on the woolen system which gives it its unique slubby texture and handwoven look.

Nylon Homespun yarn is stock or dope dyed, meaning that the staple is dyed before it is being spun. This is the most exclusive and expensive, but also the most satisfactory dyeing method assuring unsurpassed resistance to fading.

The reasons for the success of this fabric are many. However the most important is that Nylon is associated with durability and wear and it is neither hot or scratchy making it acceptable in hot and humid areas as well as in cooler parts of the country.

In comparing Knoll Nylon Homespun to other nylon upholstery fabrics you will find that in all probability twice the amount of yarn is used in Homespun. Our Nylon Homespun also exceeds all those requirements under L-22.30 of American Standard Association.

Our Washington D.C. Showroom has given us a list of some of the Government Agencies in which Knoll Nylon Homespun has been used within the past five years.

Mrs. Barbara Jaffe..... cont d ... page #2

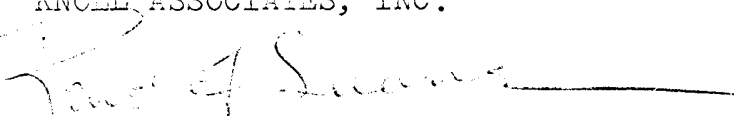
Offices of Administrator of G S.A.  
Offices of the Military Aide to the President.  
C. I. A. Library and selected areas.  
Department of Labor  
Federal Aviation Agency.  
Department of Health Education and Welfare.

Since Knoll Nylon Homespun was introduced, I.B.M. Offices have standardized on this fabric for many of their office areas throughout the United States.

We hope you find this information helpful.

Very truly yours,

KNOLL ASSOCIATES, INC.



Rene F. Suane  
Regional Manager  
RFS:gp